



ZEPHYR

HOMELOANS

Product Range

20th November 2024

Complete 
Your specialist mortgage adviser

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 www.complete-fs.co.uk

Latest updates

- // All Fixed Rates reduced by 10bps on 20th November.
- // For portfolio cases, the £200 application fee now only applies to the first property, subject to all further property applications being submitted within 6 weeks.

Please note: When selecting a product on our online portal make sure you have chosen the correct one for your client's EPC rating. This will be checked as part of the application process and will be changed if the wrong product is selected. To secure a rate, the case must proceed to offer within 60 calendar days of the application.

Contents

- > **Standard Properties** – Page 2
- > **New Build & Flats Above Commercial** – Page 3
- > **HMO & MUFBs** – Page 4
- > **ICRs, ERCs & other criteria highlights** – Page 5

Our products are for buy-to-let purposes only, excluding consumer buy-to-let. We only lend on properties in England and Wales. All products are available for Individuals & Limited Companies for both purchase and re-mortgage, for individual and portfolio applications.



Standard properties

EPC A, B & C

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	3.19%	7.00%	£200	ZHL02620
65%	£2.0M	5.19%	3.00%	£200	ZHL02621
65%	£2.0M	6.69%	No fee	£200	ZHL02622
75%	£1.0M	3.24%	7.00%	£200	ZHL02623
75%	£1.0M	5.24%	3.00%	£200	ZHL02624
75%	£1.0M	6.74%	No fee	£200	ZHL02625
80%	£750k	5.64%	3.00%	£200	ZHL02626
80%	£750k	7.14%	No fee	£200	ZHL02627

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 4.75%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	4.80%	7.00%	£200	ZHL02636
65%	£2.0M	5.60%	3.00%	£200	ZHL02637
65%	£2.0M	6.20%	No fee	£200	ZHL02638
75%	£1.0M	4.85%	7.00%	£200	ZHL02639
75%	£1.0M	5.65%	3.00%	£200	ZHL02640
75%	£1.0M	6.25%	No fee	£200	ZHL02641
80%	£750k	5.95%	3.00%	£200	ZHL02642
80%	£750k	6.55%	No fee	£200	ZHL02643

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 4.75%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	6.29% (BBR +1.54%)	3.00%	£200	ZHL01964
70%	£1.5M	6.34% (BBR +1.59%)	3.00%	£200	ZHL01965
75%	£1.0M	6.34% (BBR +1.59%)	3.00%	£200	ZHL01966

The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products,

Product Fee can be added to the loan.

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

Notes:

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

**For portfolio cases, the £200 application fee will only apply to the first property, subject to all further property applications being submitted within 6 weeks.

80% LTV products not available for new builds, valuations less than £100,000, properties above or adjacent to commercial, ex local authority/MOD properties, first time landlords, first time buyers or properties re-mortgaged in the first 6 months at market value.

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

Minimum valuation of £75,000 unless the property is a MUFB or HMO then the minimum value is £100,000.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



Standard properties

EPC D & E

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	3.29%	7.00%	£200	ZHL02612
65%	£2.0M	5.29%	3.00%	£200	ZHL02613
65%	£2.0M	6.79%	No fee	£200	ZHL02614
75%	£1.0M	3.34%	7.00%	£200	ZHL02615
75%	£1.0M	5.34%	3.00%	£200	ZHL02616
75%	£1.0M	6.84%	No fee	£200	ZHL02617
80%	£750k	5.74%	3.00%	£200	ZHL02618
80%	£750k	7.24%	No fee	£200	ZHL02619

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 4.75%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	4.85%	7.00%	£200	ZHL02628
65%	£2.0M	5.65%	3.00%	£200	ZHL02629
65%	£2.0M	6.25%	No fee	£200	ZHL02630
75%	£1.0M	4.90%	7.00%	£200	ZHL02631
75%	£1.0M	5.70%	3.00%	£200	ZHL02632
75%	£1.0M	6.30%	No fee	£200	ZHL02633
80%	£750k	6.05%	3.00%	£200	ZHL02634
80%	£750k	6.65%	No fee	£200	ZHL02635

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 4.75%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£2.0M	6.39% (BBR +1.64%)	3.00%	£200	ZHL01961
70%	£1.5M	6.44% (BBR +1.69%)	3.00%	£200	ZHL01962
75%	£1.0M	6.44% (BBR +1.69%)	3.00%	£200	ZHL01963

The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.

Product Fee can be added to the loan.

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Notes:

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**For portfolio cases, the £200 application fee will only apply to the first property, subject to all further property applications being submitted within 6 weeks.

80% LTV products not available for new builds, valuations less than £100,000, properties above or adjacent to commercial, ex local authority/MOD properties, first time landlords, first time buyers or properties re-mortgaged in the first 6 months at market value.

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

Minimum valuation of £75,000 unless the property is a MUFB or HMO then the minimum value is £100,000.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



New Build & FAC properties

EPC A, B & C

2 Year Fixed					
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	3.19%	7.00%	£200	ZHL02594
65%		5.19%	3.00%	£200	ZHL02595
65%		6.69%	No fee	£200	ZHL02596
75%		3.24%	7.00%	£200	ZHL02597
75%		5.24%	3.00%	£200	ZHL02598
75%		6.74%	No fee	£200	ZHL02599
Product fee can be added on all products, up to a total maximum 83% LTV					
Reversion rate for all these products is BBR +4.90%. Current BBR is set at 4.75%					

5 Year Fixed					
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	4.80%	7.00%	£200	ZHL02606
65%		5.60%	3.00%	£200	ZHL02607
65%		6.20%	No fee	£200	ZHL02608
75%		4.85%	7.00%	£200	ZHL02609
75%		5.65%	3.00%	£200	ZHL02610
75%		6.25%	No fee	£200	ZHL02611
Product fee can be added on all products, up to a total maximum 83% LTV					
Reversion rate for all these products is BBR +4.90%. Current BBR is set at 4.75%					

Lifetime Tracker (No ERC)					
LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	6.29% (BBR +1.54%)	3.00%	£200	ZHL01958
70%		6.34% (BBR +1.59%)	3.00%	£200	ZHL01959
75%		6.34% (BBR +1.59%)	3.00%	£200	ZHL01960
The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.					
Product Fee can be added to the loan.					

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Notes:

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**For portfolio cases, the £200 application fee will only apply to the first property, subject to all further property applications being submitted within 6 weeks.

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

New build & FAC not available if the property is an HMO or MUFB.

Minimum valuation of £75,000 on new builds and FAC.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



New Build & FAC properties

EPC D & E

2 Year Fixed					
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	3.29%	7.00%	£200	ZHL02588
65%		5.29%	3.00%	£200	ZHL02589
65%		6.79%	No fee	£200	ZHL02590
75%		3.34%	7.00%	£200	ZHL02591
75%		5.34%	3.00%	£200	ZHL02592
75%		6.84%	No fee	£200	ZHL02593
Product fee can be added on all products, up to a total maximum 83% LTV					
Reversion rate for all these products is BBR +5.00%. Current BBR is set at 4.75%					

5 Year Fixed					
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	4.85%	7.00%	£200	ZHL02600
65%		5.65%	3.00%	£200	ZHL02601
65%		6.25%	No fee	£200	ZHL02602
75%		4.90%	7.00%	£200	ZHL02603
75%		5.70%	3.00%	£200	ZHL02604
75%		6.30%	No fee	£200	ZHL02605
Product fee can be added on all products, up to a total maximum 83% LTV					
Reversion rate for all these products is BBR +5.00%. Current BBR is set at 4.75%					

Lifetime Tracker (No ERC)					
LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£750k	6.39% (BBR +1.64%)	3.00%	£200	ZHL01955
70%		6.44% (BBR +1.69%)	3.00%	£200	ZHL01956
75%		6.44% (BBR +1.69%)	3.00%	£200	ZHL01957
The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.					
Product Fee can be added to the loan.					

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Notes:

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**For portfolio cases, the £200 application fee will only apply to the first property, subject to all further property applications being submitted within 6 weeks.

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

New build & FAC not available if the property is an HMO or MUFB.

Minimum valuation of £75,000 on new builds and FAC.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

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HMO & MUFB properties

EPC A, B & C

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	3.39%	7.00%	£200	ZHL02564
65%	£1.5M	5.39%	3.00%	£200	ZHL02565
65%	£1.5M	6.89%	No fee	£200	ZHL02566
75%	£1.0M	3.44%	7.00%	£200	ZHL02567
75%	£1.0M	5.44%	3.00%	£200	ZHL02568
75%	£1.0M	6.94%	No fee	£200	ZHL02569
80%	£750k	5.84%	3.00%	£200	ZHL02570
80%	£750k	7.34%	No fee	£200	ZHL02571

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +5.15%. Current BBR is set at 4.75%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	5.00%	7.00%	£200	ZHL02580
65%	£1.5M	5.80%	3.00%	£200	ZHL02581
65%	£1.5M	6.40%	No fee	£200	ZHL02582
75%	£1.0M	5.05%	7.00%	£200	ZHL02583
75%	£1.0M	5.85%	3.00%	£200	ZHL02584
75%	£1.0M	6.45%	No fee	£200	ZHL02585
80%	£750k	6.15%	3.00%	£200	ZHL02586
80%	£750k	6.75%	No fee	£200	ZHL02587

Product fee can be added on all products, up to a total maximum 83% LTV

Reversion rate for all these products is BBR +5.15%. Current BBR is set at 4.75%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	6.49% (BBR +1.74%)	3.00%	£200	ZHL01952
70%	£1.5M	6.54% (BBR +1.79%)	3.00%	£200	ZHL01953
75%	£1.0M	6.54% (BBR +1.79%)	3.00%	£200	ZHL01954

The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.

Product Fee can be added to the loan.

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Notes:

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**For portfolio cases, the £200 application fee will only apply to the first property, subject to all further property applications being submitted within 6 weeks.

80% LTV products not available for new builds, valuations less than £100,000, properties above or adjacent to commercial, ex local authority/MOD properties, first time landlords, first time buyers or properties re-mortgaged in the first 6 months at market value.

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

HMO & MUFB loans not available if the property is a new build or FAC.

HMO and MUFB loans not normally available for first time landlords, unless there is relevant business experience. Please speak with one of our team for further information.

Minimum valuation of £100,000 on HMOs and MUFBs.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



HMO & MUFB properties

EPC D & E

2 Year Fixed					
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	3.49%	7.00%	£200	ZHL02556
65%	£1.5M	5.49%	3.00%	£200	ZHL02557
65%	£1.5M	6.99%	No fee	£200	ZHL02558
75%	£1.0M	3.54%	7.00%	£200	ZHL02559
75%	£1.0M	5.54%	3.00%	£200	ZHL02560
75%	£1.0M	7.04%	No fee	£200	ZHL02561
80%	£750k	5.94%	3.00%	£200	ZHL02562
80%	£750k	7.44%	No fee	£200	ZHL02563

Product fee can be added on all products, up to a total maximum 83% LTV
Reversion rate for all these products is BBR +5.25%. Current BBR is set at 4.75%

5 Year Fixed					
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	5.05%	7.00%	£200	ZHL02572
65%	£1.5M	5.85%	3.00%	£200	ZHL02573
65%	£1.5M	6.45%	No fee	£200	ZHL02574
75%	£1.0M	5.10%	7.00%	£200	ZHL02575
75%	£1.0M	5.90%	3.00%	£200	ZHL02576
75%	£1.0M	6.50%	No fee	£200	ZHL02577
80%	£750k	6.25%	3.00%	£200	ZHL02578
80%	£750k	6.85%	No fee	£200	ZHL02579

Product fee can be added on all products, up to a total maximum 83% LTV
Reversion rate for all these products is BBR +5.25%. Current BBR is set at 4.75%

Lifetime Tracker (No ERC)					
LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee** (non-refundable)	Product Code
65%	£1.5M	6.59% (BBR +1.84%)	3.00%	£200	ZHL01949
70%	£1.5M	6.64% (BBR +1.89%)	3.00%	£200	ZHL01950
75%	£1.0M	6.64% (BBR +1.89%)	3.00%	£200	ZHL01951

The interest rate quoted will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.
Product Fee can be added to the loan.

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Notes:

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HMO & MUFB loans not available if the property is a new build or FAC.

HMO and MUFB loans not normally available for first time landlords, unless there is relevant business experience. Please speak with one of our team for further information.

Minimum valuation of £100,000 on HMOs and MUFBs.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

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ICR & Income top slicing

Borrower Type		Standard Property. ICR	HMO, MUFB, FAC. ICR	Stressed Rate
Limited Company		125%	135%	For Fixed Rate products 5 years or longer, the Payrate is used for the stressed rate.
Individual	Higher Rate Taxpayer	140% *	150%	
	Like for Like remortgage and /or lower rate taxpayer	125%	150%	For Fixed Rate products less than 5 Years and Tracker products, the stressed rate is the higher of Payrate +2.00% or 5.5%.
New Build ICRs reduced to the same level as their non new build equivalents				

* Top slicing or Portfolio Cross Subsidisation may be utilised subject to criteria.

Minimum Term of loan is 5 years with a maximum term of 35 years. Minimum loan amount is £50,000.

^Other fees & costs apply. We reserve the right to withdraw and amend our products at any time without notice.

Early Repayment Charges (ERC)

Early Repayment Charges (ERC)	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	3%	2%	N/A	N/A	N/A
5 Year Fixed	5%	4%	3%	2%	1%

Up to 10% of the outstanding loan amount can be repaid in any 12 month period without incurring an early repayment charge.

There are no Early Repayment Charges applicable to our Lifetime Tracker products.

Criteria highlights



Directors need 60% minimum shareholding for Limited Co. apps



Max. age 95 years at end of mortgage term



No height restriction on flats & Deck Access



Unlimited background portfolio with background portfolio stress testing at 100% of mortgage payments



Loans sizes available up to £2m on our standard properties, £750k on new builds and flats above commercial, and £1.5m on HMOs and MUFBs, depending on LTV (larger loan sizes may be available on inquiry)



Product Fees can be added to the loan, up to a maximum total 83% LTV



Loan to value (without Product Fee added) available up to 80% on standard properties, HMOs and MUFBs, and 75% on new builds and flats above commercial